

WA Inc.

Financial Results Supplementary Materials for the First Quarter of FY2026



June 13, 2025

Tokyo Stock Exchange Prime Market
Securities code: 7683





Summary of financial results for the first quarter of FY 2026



Executive Summary



Despite an increase in sales, profits declined due to the impact of temporary closures and renovation costs associated with the renovation of multiple stores including flagship stores.

Net sales

4.78 billion yen

YoY

+2.0%

Operating
profit

0.04 billion yen

YoY

-70.5%

**Store
expansion
underway**

- WA inc. (non-consolidated) opened 7 new stores and reopened 6 renovated stores.
- With the acquisition of the apparel brand 31 Sons de mode, 12 directly operated stores and 4 online stores were added.
- Himiko Co., Ltd. opened 2 new stores.

**Sales channel
expansion**

- Business partnership with Regal Corporation
Himiko and NICAL will be sold at directly operated stores of Regal Corporation starting in autumn/winter 2025.
- “Shop Channel” and “andST” influencer collaboration products have been very well received.



Business Performance (Consolidated)



- Although there were temporary closures for renovations of multiple stores including flagship stores, new store openings led to a slight increase in net sales.
- Profit decreased due to fixed costs such as rent and personnel expenses during the renovation period, and increases in expenses including business acquisition related expenses, personnel expenses, and renovation expenses.

Consolidated (Unit: Millions of yen)	Q1 of FYE Jan. 2025		Q1 of FYE Jan. 2026		YoY		Full-year plan	
	Amount	Sales ratio	Amount	Sales ratio	Change in amount	Rate of change	Amount	Progress rate
Net sales	4,689	—	4,785	—	95	+2.0%	26,527	18.0%
Cost of sales	1,687	36.0%	1,776	37.1%	88	+5.3%	—	—
Gross profit	3,002	64.0%	3,008	62.9%	6	+0.2%	—	—
Selling, general, and administrative expenses	2,837	60.5%	2,960	61.9%	122	+4.3%	—	—
Operating profit	164	3.5%	48	1.0%	-115	-70.5%	2,484	2.0%
Ordinary profit	90	1.9%	42	0.9%	-47	-53.1%	2,483	1.7%
Net profit	36	0.8%	4	0.1%	-32	-88.7%	1,477	0.3%



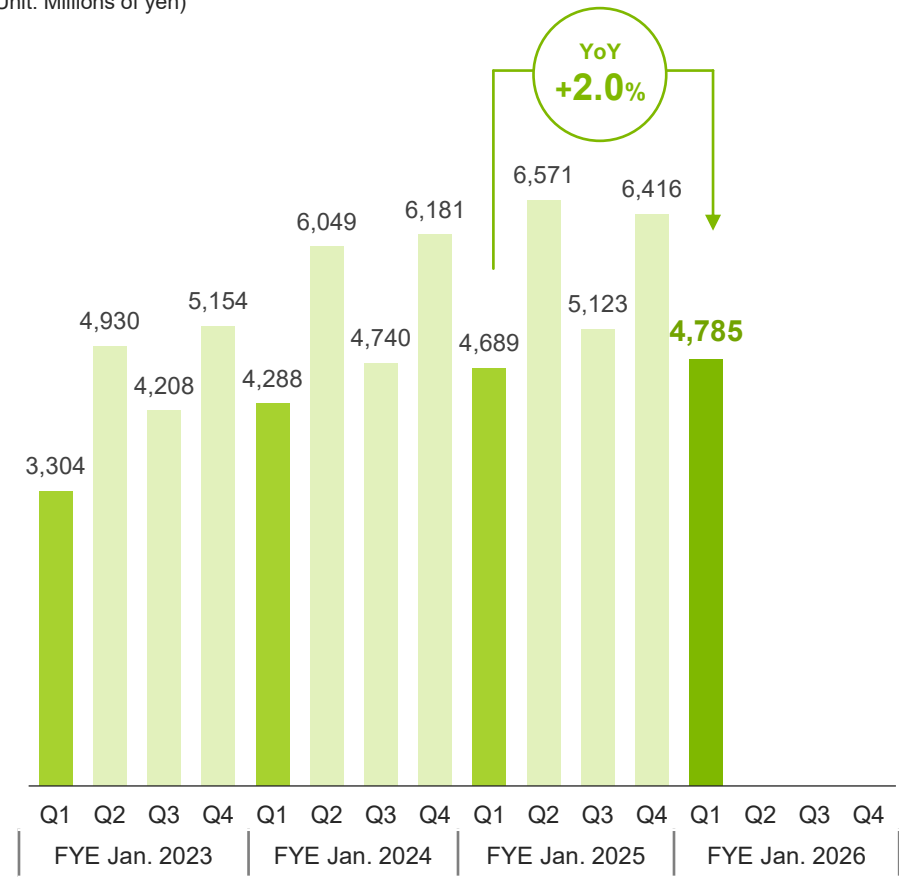
Quarterly Trends



- Net sales increased slightly due to temporary closures for renovations of multiple stores including flagship stores.
- Profit decreased due to increased costs from new store openings and renovations.

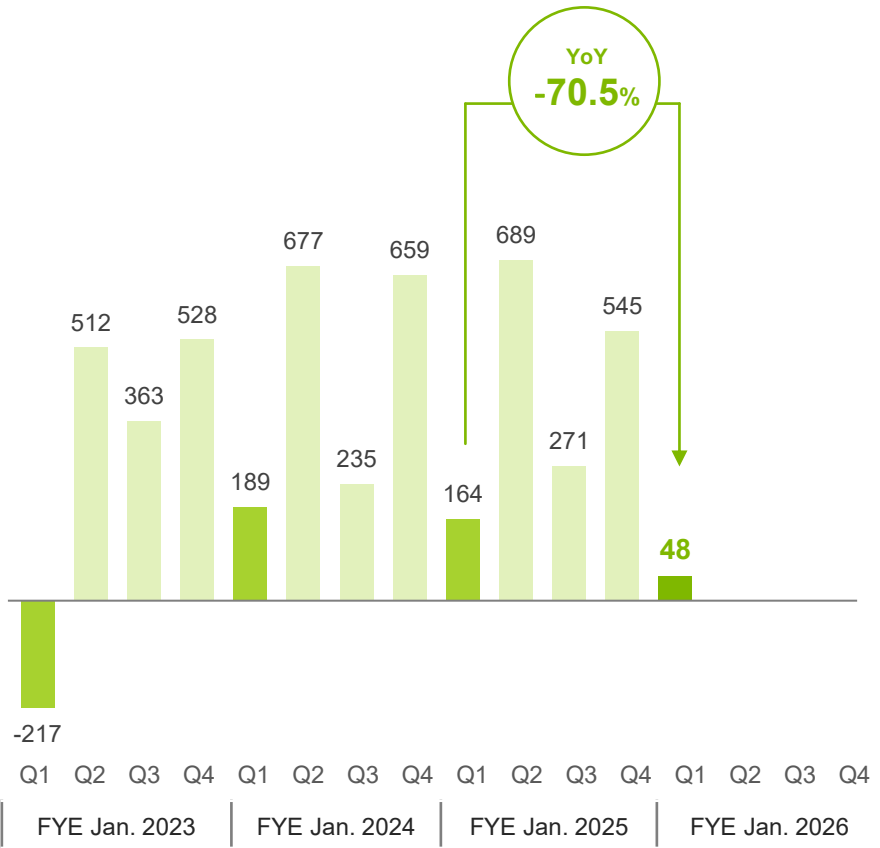
Net sales

(Unit: Millions of yen)



Operating profit

(Unit: Millions of yen)



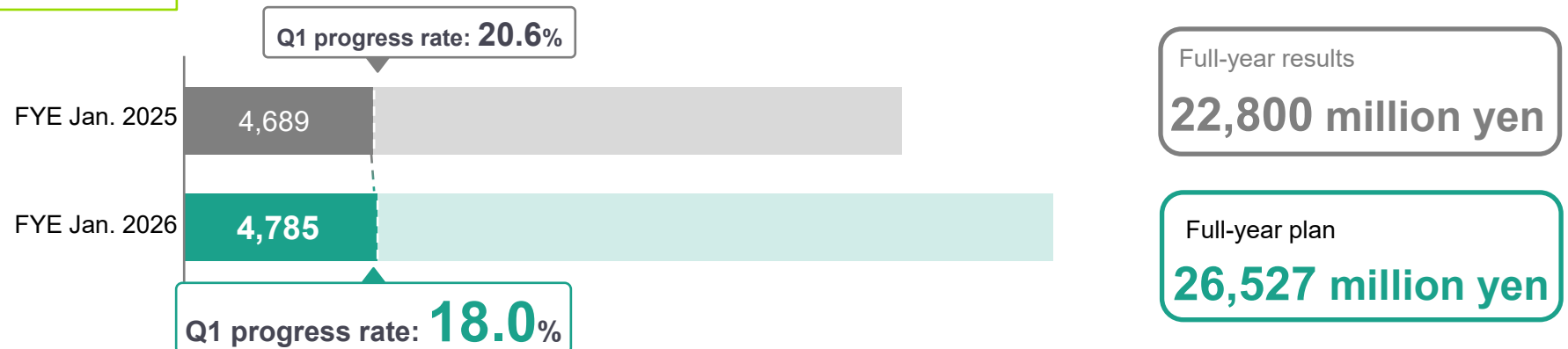


Progress Rate of Q1 vs. Full-Year Earnings Forecast

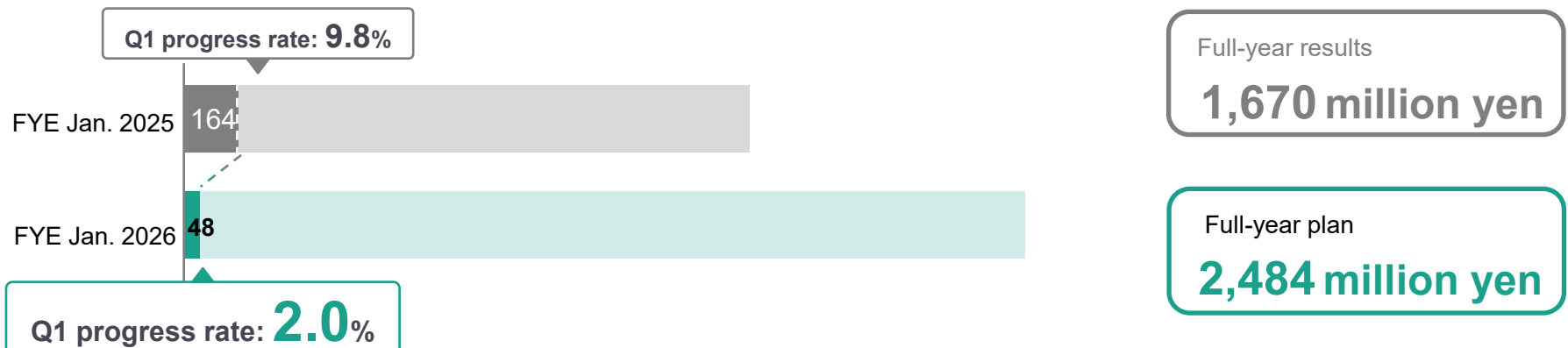


- Although progress is lagging YoY due to renovations at multiple stores including flagship stores, the renovations have largely been completed and new stores are now fully operational, so both net sales and operating profit are expected to be largely in line with the full-year plan.

Net sales



Operating profit



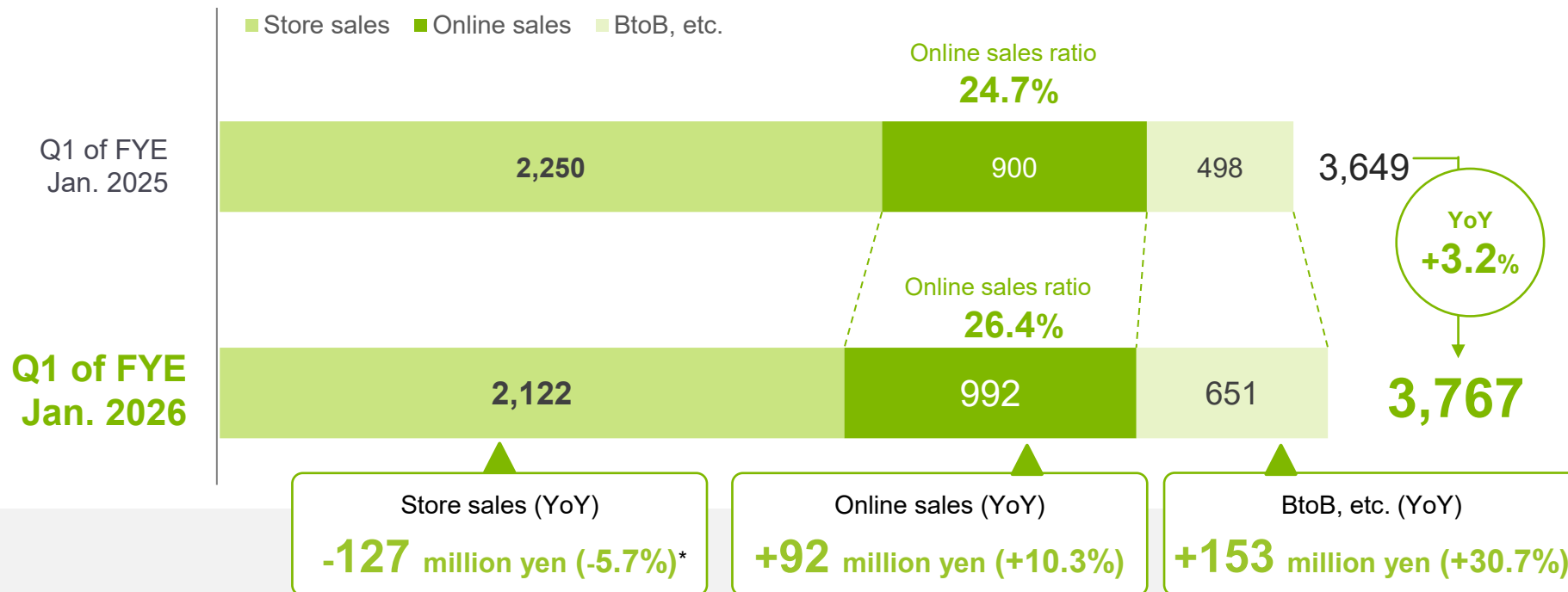


WA inc. (Non-consolidated) Breakdown of Net Sales by Sales Channel

- Store sales decreased due to temporary closures associated with renovations of multiple stores including flagship stores.
- Online and BtoB sales grew, resulting in a 3.2% YoY increase in net sales.

WA inc. (non-consolidated) net sales

(Unit: Millions of yen)



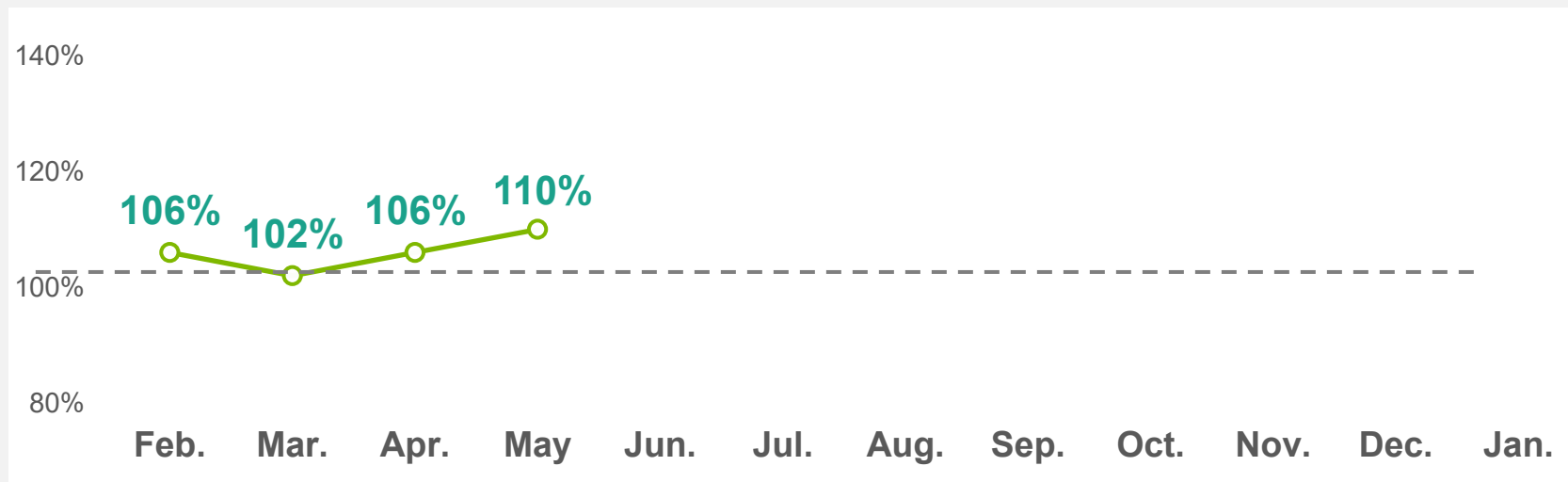
*: As of September 1, 2024, all rights related to the sales of the NICAL brand were fully transferred to Himiko Co., Ltd., and 10 physical stores have been transferred.



WA inc. (Non-consolidated) Monthly Net Sales Trend

- On average, net sales performed well at around 106% compared to the same period of the previous year.
- Although net sales at stores decreased due to temporary closures for renovations, recovery is expected with the full operation of renovated stores and new store openings.

WA inc. (non-consolidated) monthly net sales versus same month of the previous year



WA inc. (non-consolidated)	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.
Total	106%	102%	106%	110%								
Stores *1	91%	94%	97%	104%								
Online	113%	113%	112%	109%								
Other (BtoB, etc.)	164%	122%	132%	153%								

*1: Decreased as all rights related to the sales of the NICAL brand were fully transferred to Himiko Co., Ltd., and 10 physical stores have been transferred as of September 1, 2024.

Store Openings and Closings



In Japan

WA inc. (non-consolidated)



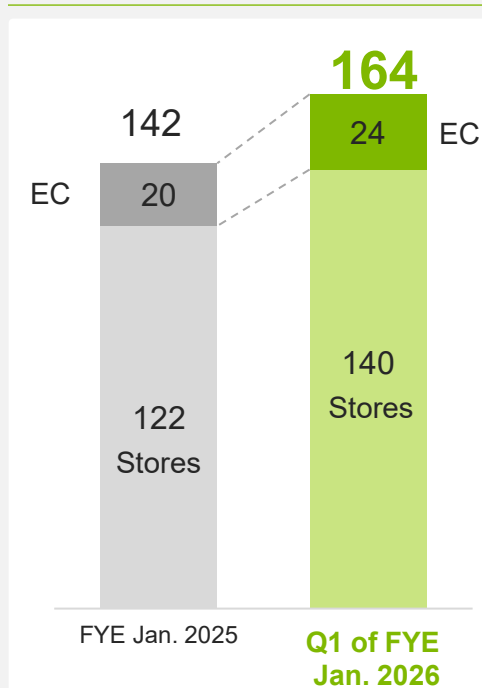
- Net increase of 22 stores
 - 7 store openings, 1 store closure
 - 31 Sons de mode succession (12 physical stores, 4 EC stores)

Himiko

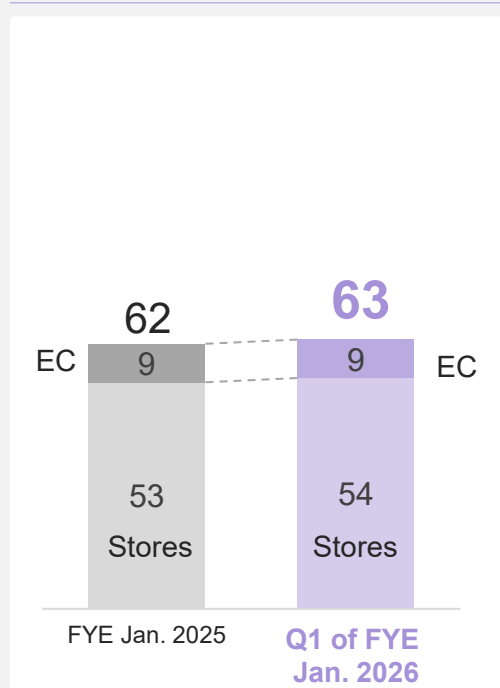


- Net increase of 1 store
 - 2 store openings, 1 store closure

WA inc. (non-consolidated)



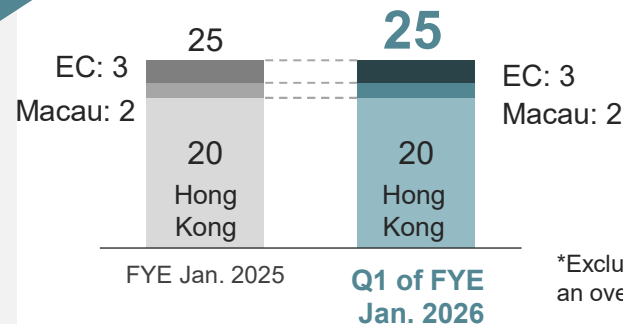
Himiko



Overseas



- Net increase of 0 stores



*Excluding stores in Taiwan operated under an overseas sales license agreement



Financial Position

(Unit: Millions of yen)



	As of January 31, 2025	As of April 30, 2025	Change
Current assets	10,001	9,931	-70
Cash and deposits	2,895	2,481	-414
Notes and Accounts receivable-trade	2,002	1,594	-408
Inventories	4,582	5,546	963
Other	520	309	-211
Non-current assets	3,133	3,403	270
Property, plant and equipment	1,342	1,439	96
Intangible assets	25	21	-4
Investments and other assets	1,765	1,942	177
Total assets	13,134	13,335	200
Total liabilities	2,385	2,902	517
Current liabilities	1,819	2,330	510
Non-current liabilities	565	571	6
Total net assets	10,749	10,432	-316
Total liabilities and net assets	13,134	13,335	200
Equity ratio	81.8%	78.2%	-3.6 points